



Annual General Meeting

NOVEMBER 2023

Clayton Astles
Chief Executive Officer



FY23 HIGHLIGHTS

Austco Healthcare enjoyed
continued growth in FY23

Revenue from customers up
17% to \$42.0 million

Software and SMA revenues
up 65% to \$8.5 million

Gross Margins increased to
53.4% compared to 52.5%.

Invested in sales capability
across multiple regions.

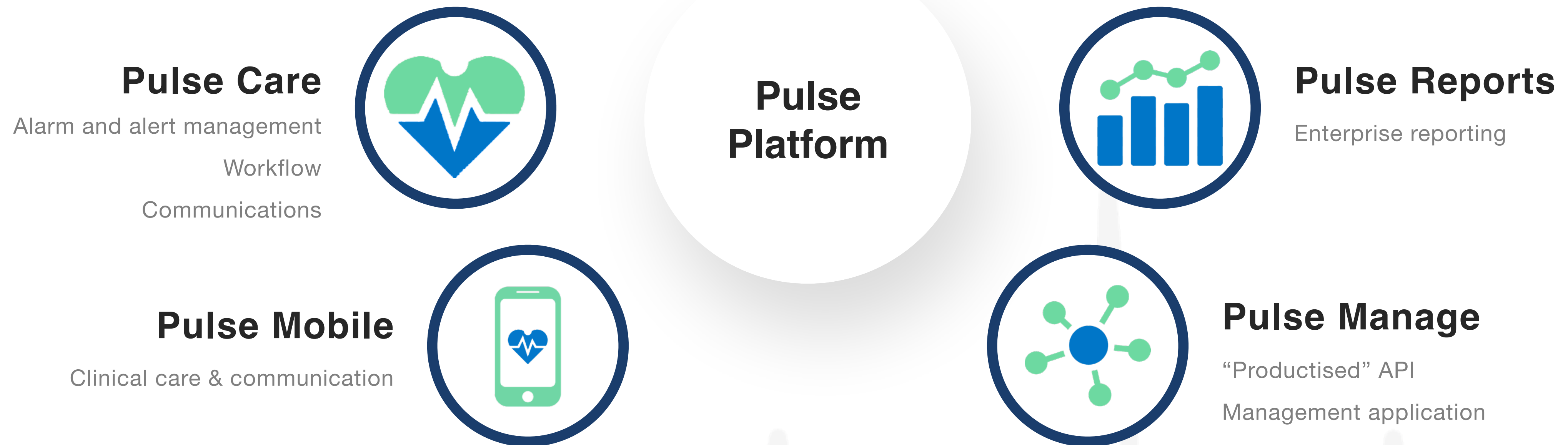
Open Sales Order Book
(Confirmed Orders) grew to
a record high of \$38.7
million



A woman in a blue surgical cap and white lab coat is looking up at a futuristic digital interface. The interface is composed of a grid of hexagonal tiles, each containing a different medical or scientific icon. The tiles are arranged in a way that suggests a complex network or a roadmap. The overall color scheme is blue and white, with a soft, ethereal glow emanating from the interface. The woman's expression is one of focused interest and contemplation.

» New products and roadmap

PRODUCT PORTFOLIO





Master Callpoint

Single room controller

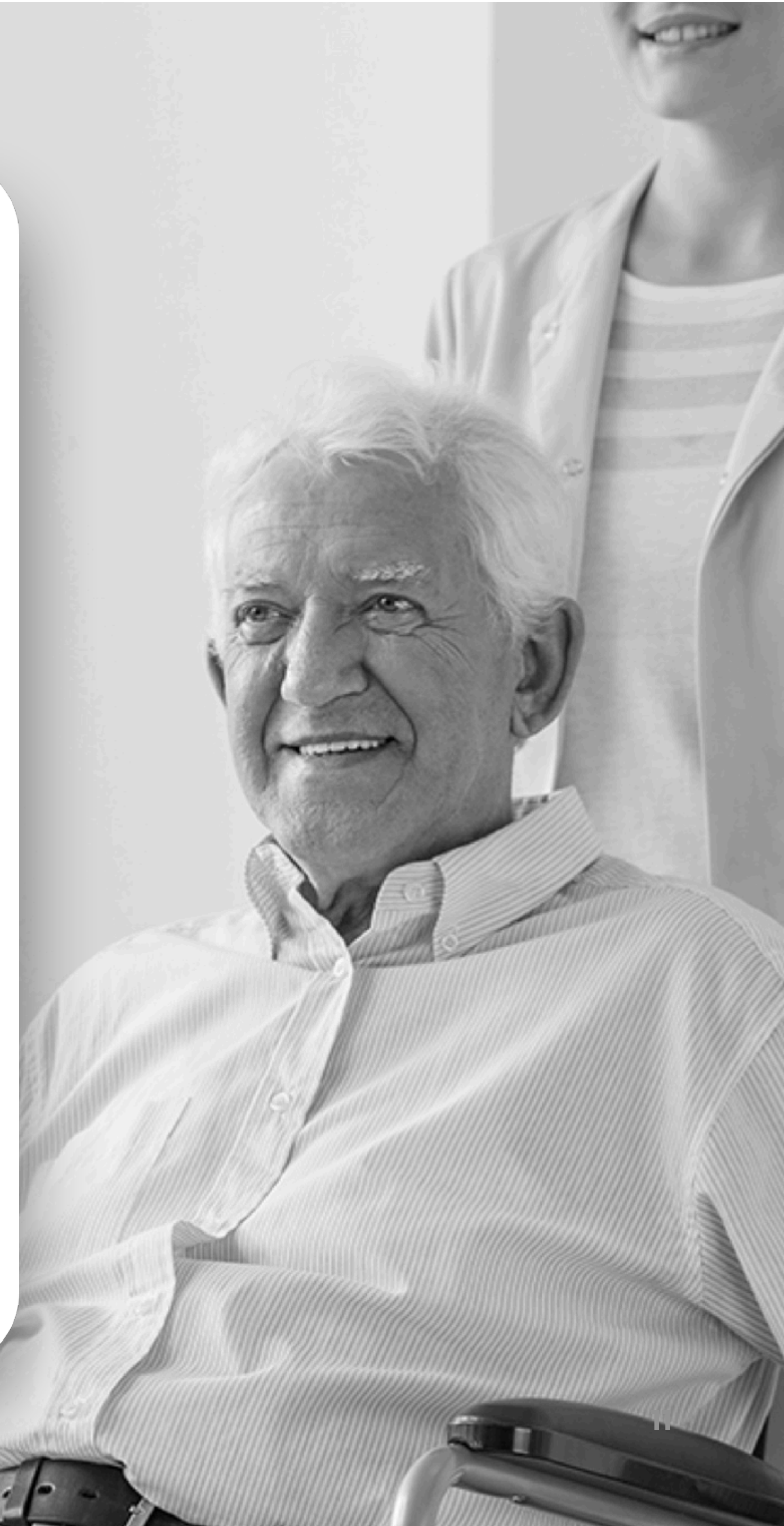
Microphone array for voice-assist applications

Built-in RTLS available

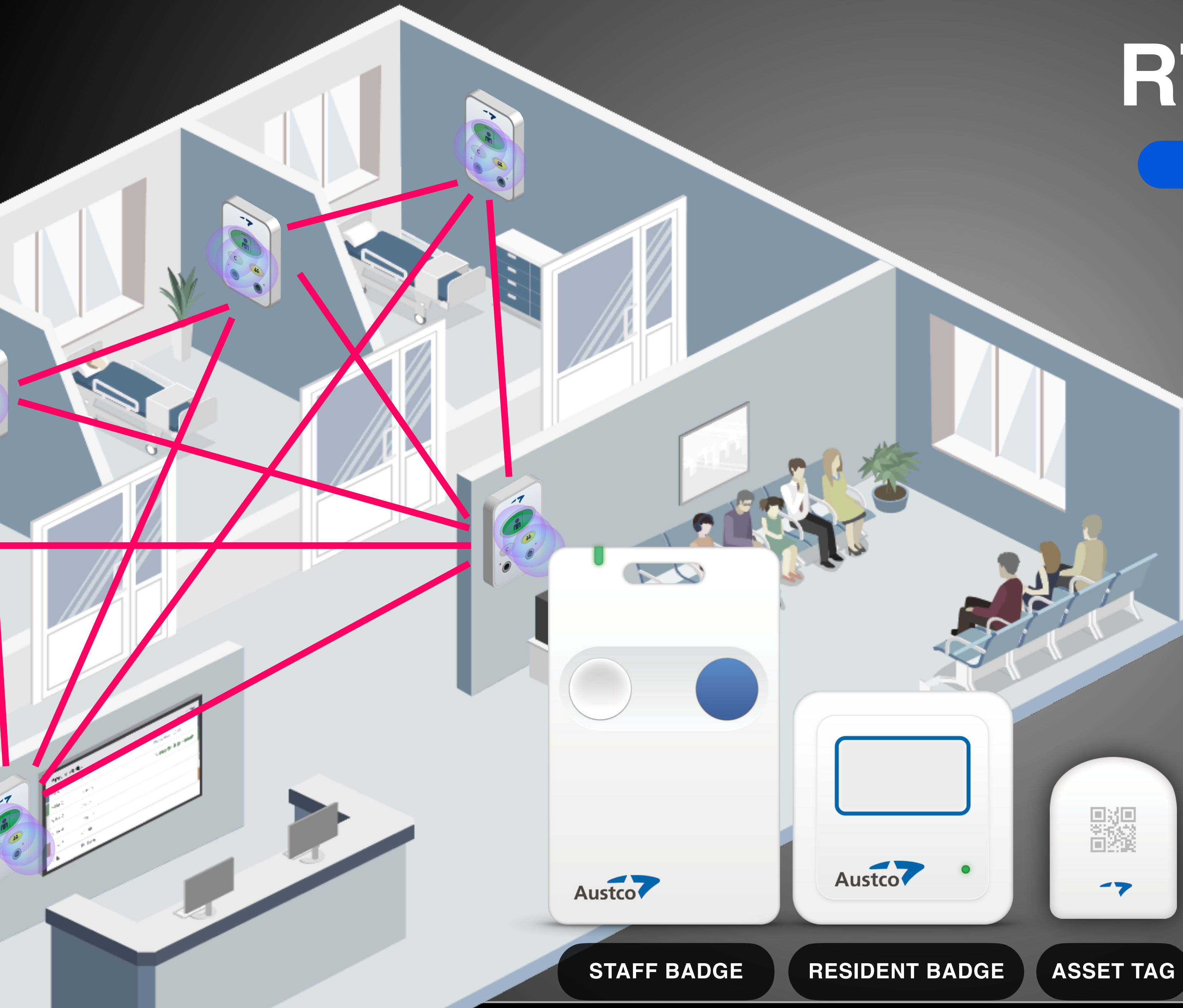
At home in Aged or Acute care

Magnetic connectors

Austco's new design language



RTLS BENEFITS



1

ENHANCED CARE QUALITY

Give clinicians more time with patients by automating rounding and reporting.

2

IMPROVED SAFETY

Alert for duress and assistance in an unsafe event with the push of a button.

3

STAFF EFFICIENCY

RTLS can help streamline processes and optimize staff workflows

4

ASSET MANAGEMENT

Prevent equipment loss or theft. Allows for proactive maintenance of equipment, reducing downtime.

STAFF BADGE

RESIDENT BADGE

ASSET TAG

→ Fall detection, behaviour analysis

No cameras, no wearables, no buttons

Fall Detection

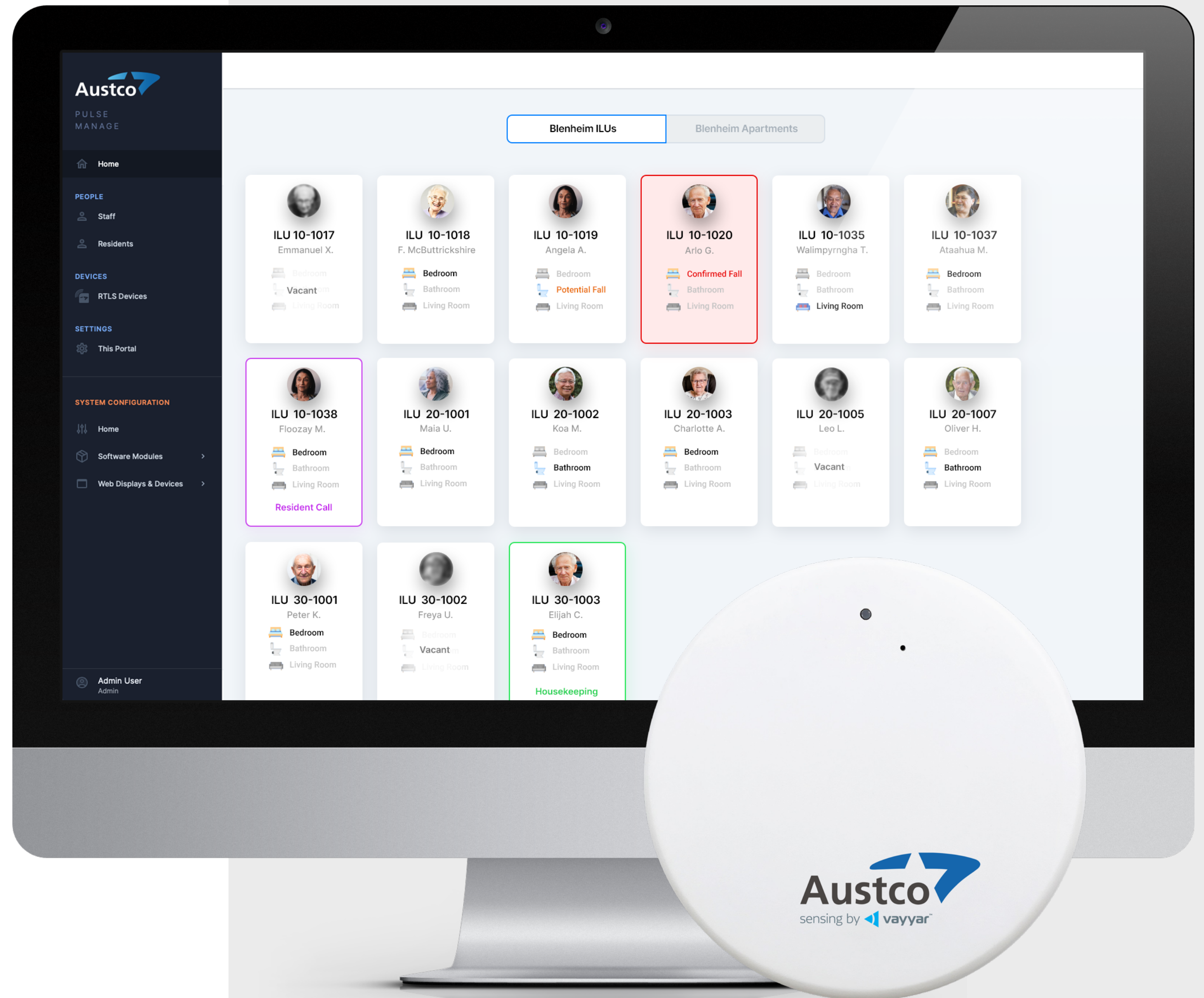
- multiple “levels” of fall, all independently actionable and reportable

Automation

- Each device monitors multiple “zones”
- Based on zone and other factors, can automate aspects of the system: lights, alerts, door locks, messaging

Comprehensive Reporting

- all events logged for reporting.
- Data accumulated over time allows for predictive analysis – intervention *before* an emergency occurs





Redesigned Mobile Application

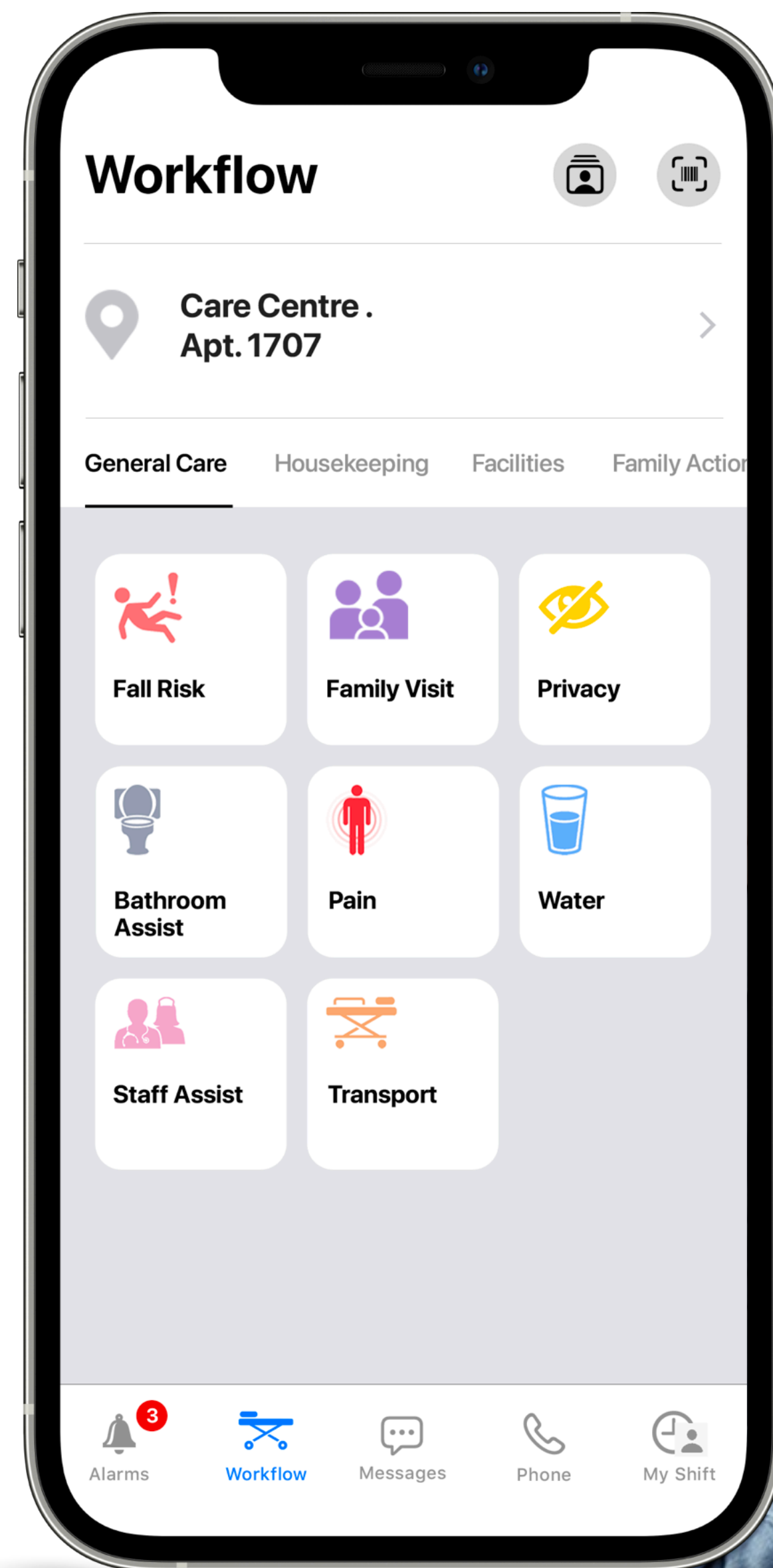
Modern framework for easy updates

Communications features: voice and secure text

Pending tasks and reminders for room

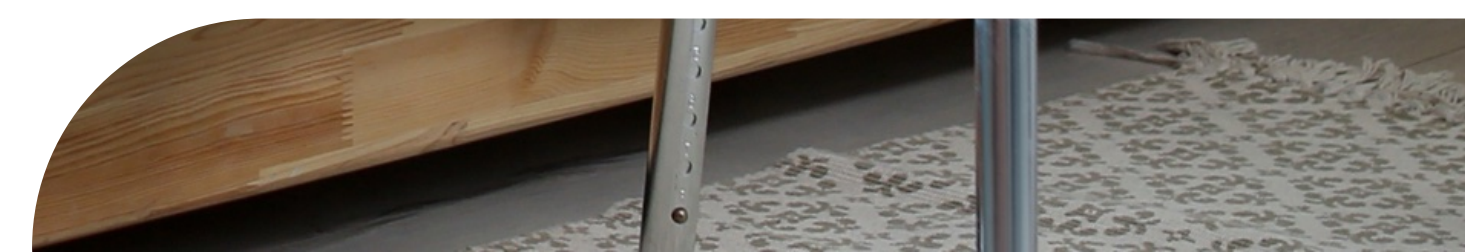
Room “inbox” for messages

Control anything tied to an integrated system:
lights, thermostat, blinds, etc.





FY24 Strategic Goals





FY24 Strategic Plan: Revenue Strategies

OBJECTIVE		STRATEGY
01	Drive Organic Growth	<ul style="list-style-type: none">• Build the sale pipeline leveraging the new sales resources added over the prior year.• Continue to look to add additional resellers in all markets• Target national accounts in all regions
02	Growth by Acquisition	<ul style="list-style-type: none">• Target feature rich and software capable resellers• Target US, Australia and Europe competitors to accelerate market access• Emerging technology that compliments our core products (IP)
03	Increase Software & SMA Revenues	<ul style="list-style-type: none">• Educate the market on what is possible with Austco's software solutions (early-engagement)• Focus our salespeople & resellers on software selling



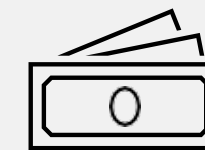
TEKNOCORP ACQUISITION RATIONALE

Teknocorp - Acquisition Rationale



Aligned with Strategy

In line with strategy to build direct sales capability in Australia



Accelerate Growth

Accelerates our growth strategy and strengthens our competitive position in Australia



Accretive

Transaction is EPS Accretive



Increases Bench Strength

Acquire experienced sales and projects teams



Enhanced Product Portfolio

Customers are adopting “One throat to choke” procurement strategy.



Customer Base

Inherit 300 customers with opportunity to drive additional recurring revenue growth



→ Financial Performance

REVENUE FROM CUSTOMERS

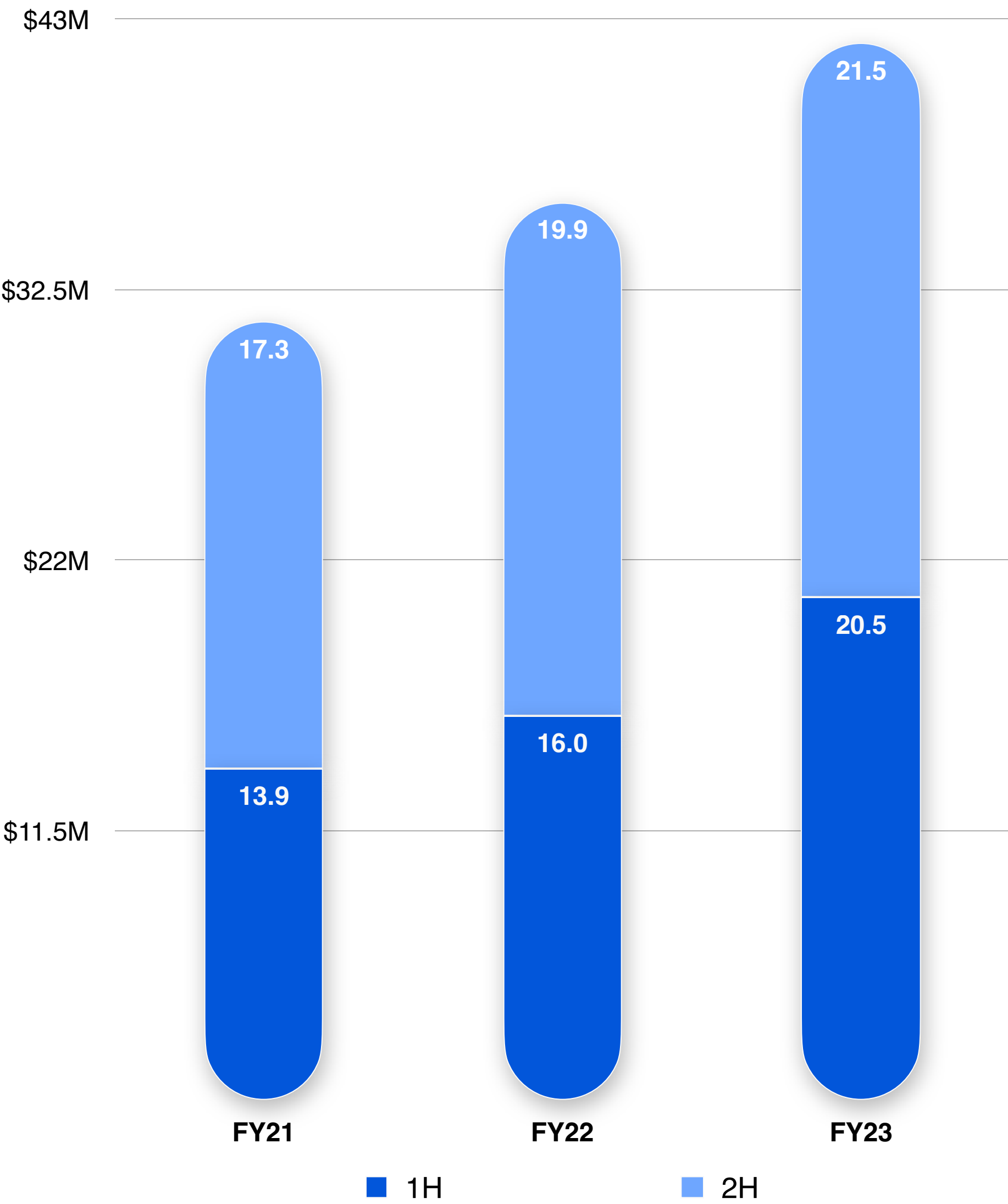


Total FY23 revenues of \$42.0 million were up \$6.1 million or 17% on FY22. This is the highest reported revenue over the last 10 years.

Both halves contributed to the record revenues, although second half revenues of \$21.5 million were up 3% on first half revenue.

The North American market continued to drive the increase in revenues from customers.

Despite the record revenues demonstrating our ability to convert our Sales Orders into recognised revenue, new contract wins have maintained a strong Open Sales Order book to underwrite revenues in FY24.



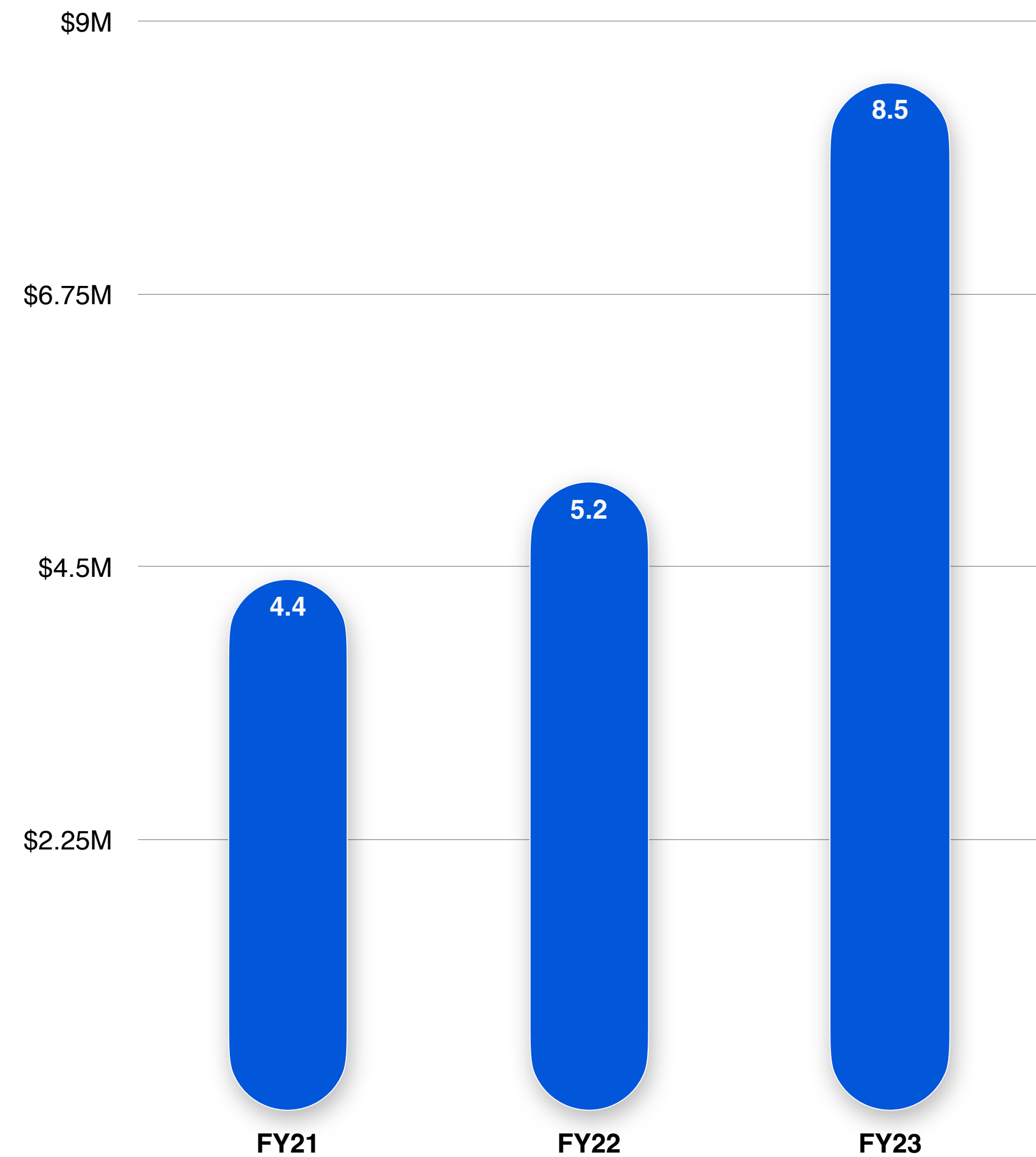
SOFTWARE AND SMA REVENUES

High margin software and SMA revenues are key to our strategic growth plan and have been our primary focus over the past few years.

With the prior year's COVID-19 restrictions (which impacted our ability to drive software sales as high solution sales require face to face interactions) now passed, we have seen strong take up, with software and SMA revenues up 65% or \$3.3 million.

Software and SMA revenues in FY23 accounted for 20.2% of total revenues, up from 14.4% of FY22 revenues.

We expect this trend to continue as customers navigate towards higher solution sales with a higher proportion of software and as customers renew SMA's at a higher rate seeing the value of support and software upgrades over the life of their product deployment.



OPEN SALES ORDERS

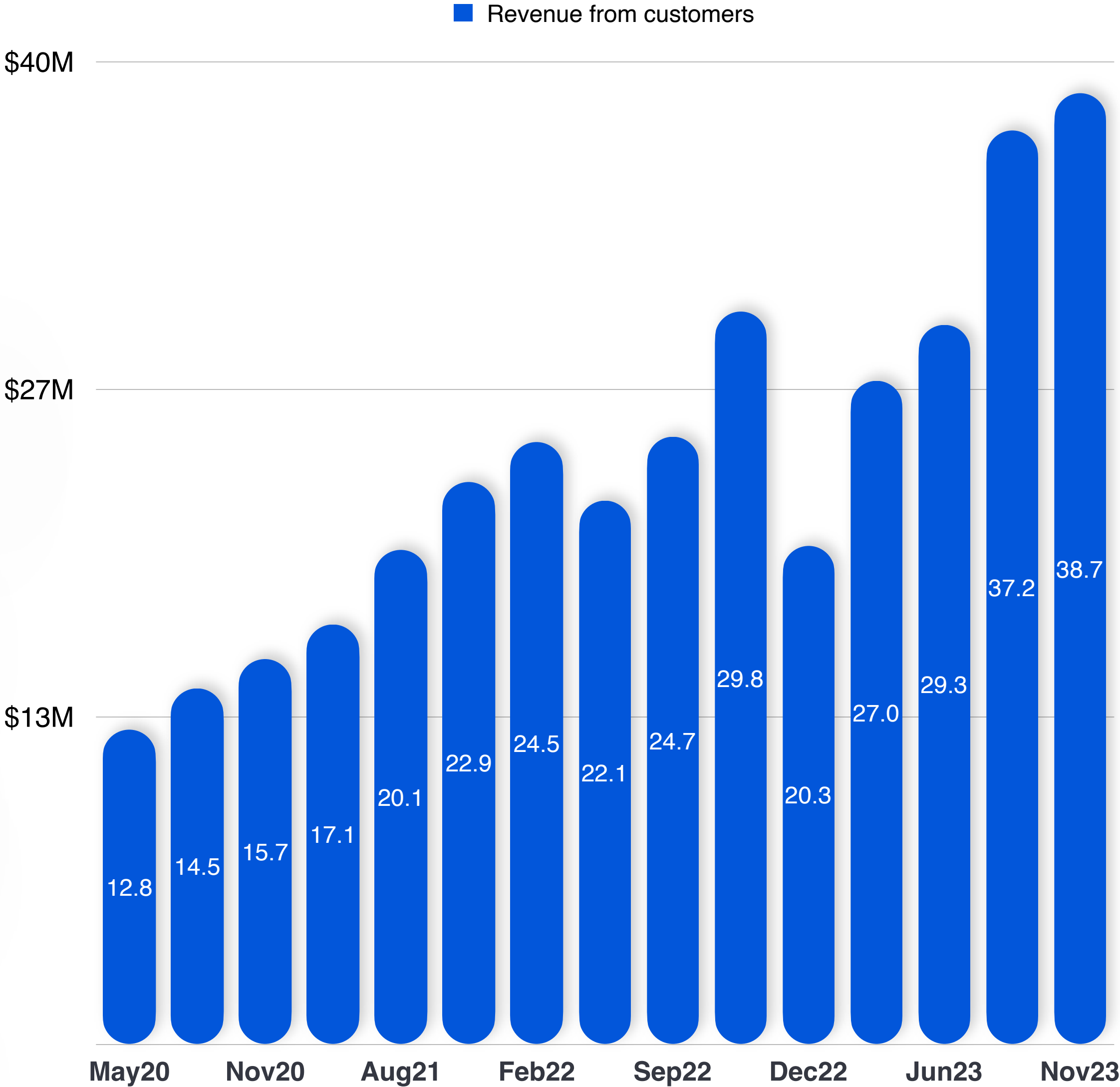


Recent contract wins in Canada and Singapore have contributed to the growth of Austco’s OSO. Our Open Sales Order book now stands at \$38.7, up from \$29.3 million at 30 June 2023.

Open Sales Orders (OSO) represent confirmed contracted orders from customers that have not yet been fulfilled and, as such, no revenue recognised.

During the pandemic, we observed a material build-up in our confirmed orders as site access restrictions and supply chain challenges hampered our ability to convert sales into revenue.

In FY23, we materially delivered on the backlog of orders. Faced with the uncertainties stemming from supply chain disruptions, we made the strategic decision to augment our inventory levels. This strategy was pursued throughout FY23, resulting in our current inventory reaching \$10.8 million.



GROSS PROFIT AND MARGIN

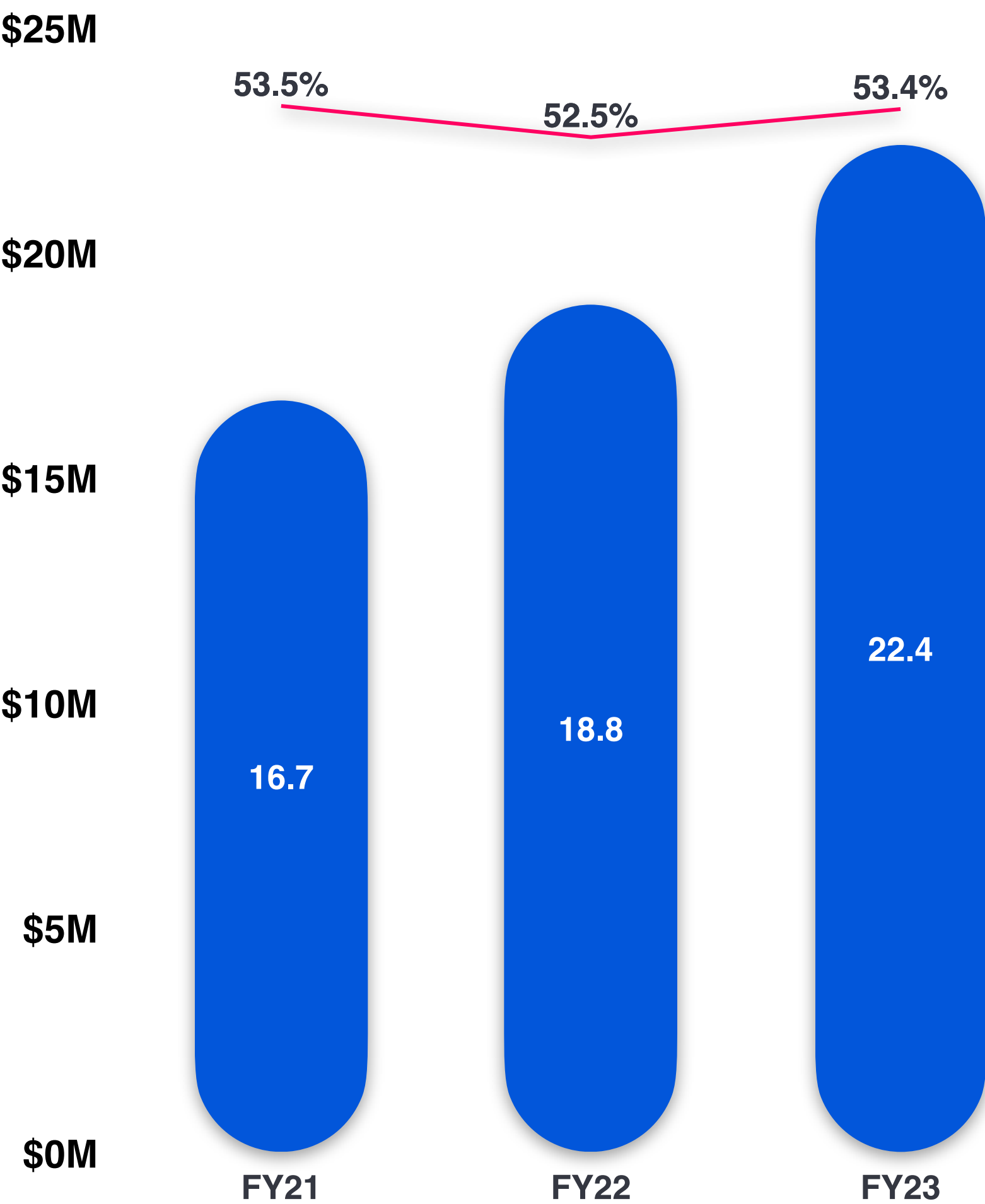


The Company recorded gross margin percentage growth despite ongoing global supply chain challenges, which have adversely impacted raw material availability and pricing.

Material growth in software and SMA revenues more than offset supply chain increased costs and allowed for improved Gross Margins up from 52.5% to 53.4% for the year.

In addition to software and SMA revenue growth, new products to market assisted in gross margin growth.

Off higher revenues and higher margins, the amount of Gross Margin delivered in FY23 materially increased from \$18.8 million to \$22.4 million.



REPORTED EARNINGS



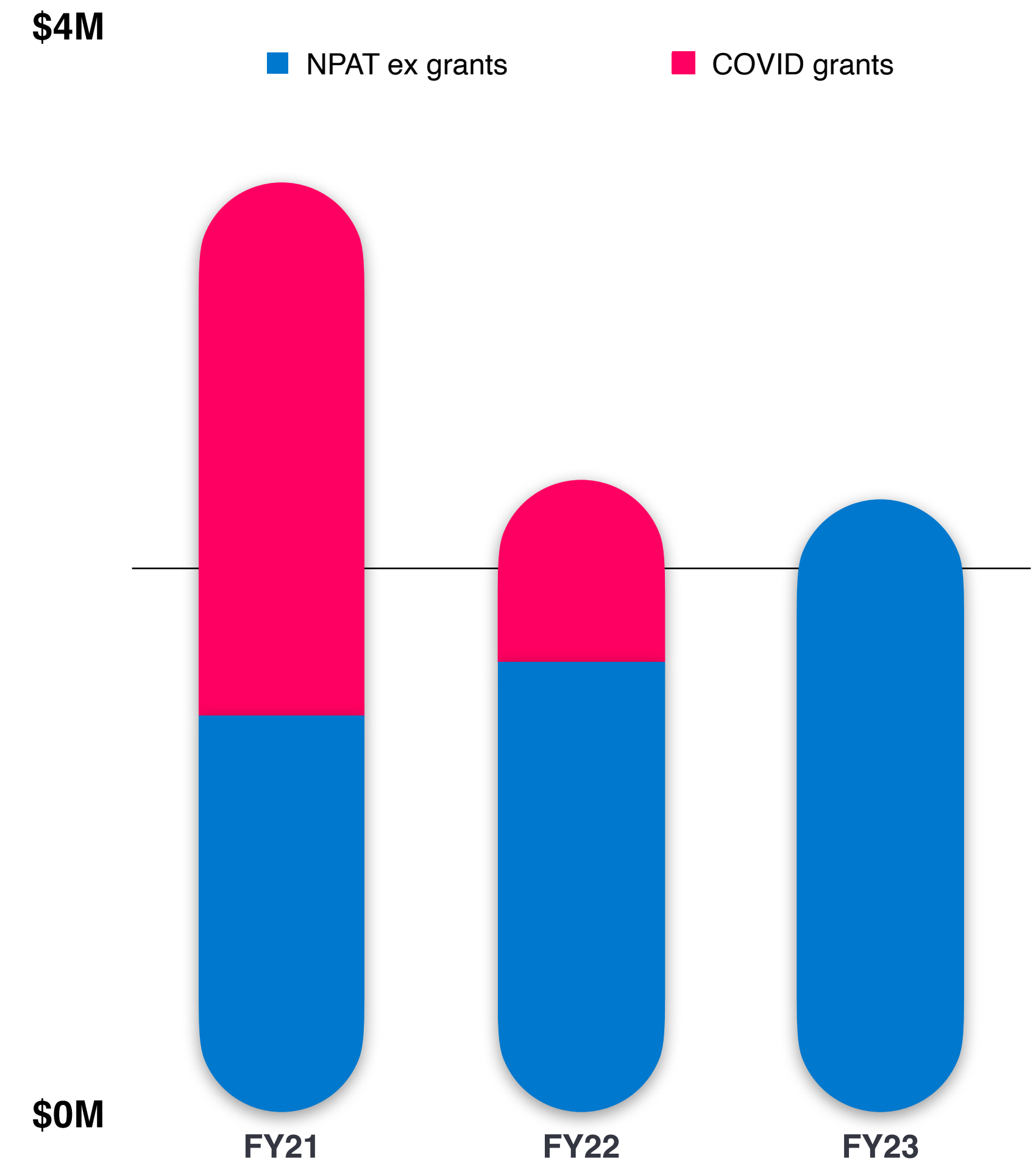
Statutory NPAT is \$2.26 million for FY23, 4% lower than FY22 NPAT of \$2.33 million.

Whilst higher revenues and stronger gross margins provided for a higher gross margin amount, this was strategically consumed, as discussed above, to position Austco for growth in future years.

During the year, Austco also increased the amount of deferred tax assets recognised, reflecting the profitable trading (and outlook) of its US business (\$0.5 million) and Australian business (\$0.1 million). This gave rise to an income tax credit for the year.

The FY21 result in the corresponding chart benefited from \$1.9 million of one off Other Income, being COVID grants and legal settlement related, and FY22 benefited from \$0.7 of COVID grants.

REPORTED NPAT



OUTLOOK



ORDER BOOK CONTINUES TO GROW

Since reporting our results, there has been a further increase in our Open Sales Orders, now at 38.7M.

MATURE PRODUCT LIFECYCLE

Austco's R&D investment has yielded a portfolio of market-leading products.

SALES AND MARKETING

Key personnel investments in targeted regions to capitalize on opportunities.

SOFTWARE & SMA REVENUE

Increased interest in high-margin workflow and software solutions.

M&A ACTIVITIES

Exploring several acquisition targets in different verticals.





» Thank you



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